

D. R. Gordon

THE WORLD'S GREATEST CLAIRVOYANT AND PALMIST



Without you saying a word and
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how you are, or for what you came,

He Tells You What You Called For

nd anything you desire to know, giving
names, dates, facts and locations.
He points the way that leads to suc-
cess in health, business, love, court-
ship, marriage, changes, journeys, in-
terests or anything you may be in
doubt or doubt about. He will tell
you the name of the one you should
marry, and the date of marriage. He
will tell you how to win the affection of the
man or woman you love. He cures
rheumatism, weakness, stuttering and
all bad habits.

Mr. Gordon's fame is world-wide and
needs no comment. In his many years
of practice he has established a reputa-
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this profession. He is consulted by
people in all walks of life, by men of
fairs and women of society who ordi-
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to the average palmist or clairvoyant.

Remember, if nothing can be done
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Reduced charges, this week, 50c and 1.00.
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The Photographer,
posite Norwich Savings Society,
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nov18d

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wrinkles, that make you look older
than you are.

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out to make yourself well. To do
this we repeat the words of thousands
of other former sufferers from woman-
ly ills, similar to yours, when we say,

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It is a wonderful female remedy, as
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Dunn's Fountain

The only place in town where this
cooling and refreshing drink is made
and served.

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AND SUNDAYS.

50 Main Street
aug25d

WHEN you want to put your busi-
ness before the public, there is no me-
dium better than through the adver-
tising columns of The Bulletin.

A FARMER'S TALK TO FARMERS

The Theoretical Farmer—What is a Good Business Man
—The Market Price—Haste in Marketing is Not Al-
ways Best—Crops Should Not be Sold for Less than
Cost—It is Not Good Business to Sell Anything Less
Than Cost.

(Written Specially for The Bulletin.)

The theoretical farmer—who does his
farming by sitting on the fence and
finding fault with the way we do it—
is all the time harping on the farmer's
need of being "a good business man."
Now I confess that I don't know just
what "a good business man" is. I
don't know what test to apply. There
are so many kinds that are called or
call themselves by that term that I
can't discriminate.

There is the Rockefeller-Rogers,
Harriman-Hill sort. They have ac-
quired enormous wealth in business. Are
they the types of "good business men"?
Then let us thank God that, in his
great mercy, he has not endowed many
farmers with the combination of how-
ever greed and foxiness and tige-
r-like ruthlessness which men of their
type exhibit. Yet some people seem
to think that the making of much
money is the one test of a man's
business ability. Of course, the more
money he makes, the greater his abili-
ty, according to this rule.

There are others who seem to convey
the idea that being a good business
man consists in keeping a set of books.
They are forever bidding us keep ac-
counts, want us to have a full set of
blank books like a bank or a depart-
ment store, and keep our little dime
receipts and our little nickel expenses
all in black and white. They don't ap-
preciate the fact that the farmer whose
hands have been all day crooked about
plow handles, and whose legs have
been all day paching their way along
the soft furrows, and whose head has
all day been joggled or jerked, like a
clumsy whip-snapper, by the yankings
of the plow in stones or among roots
that they don't appreciate the fact that
he's no good at bookkeeping, when night
comes, to do a neat or even a passable
job at bookkeeping.

For one, I own up that I do not be-
lieve this mere making of money is,
alone and by itself, a test of business
marathon. Nor do I believe that the
keeping of books is the end of busi-
ness. Just what a good business man
is, I say again that I don't know
and can't find out. I couldn't
define my idea of him any more than
I could define a July thunderstorm in
the northwest sky. But in spite of this
mental obfuscation on my own part,
I do clearly recognize the fact that
farmers as a class fail to get ahead—
fall to just to get out of the way of
them—fail to get their fair share of
what they earn—fail to get their clear
and simple rights. And I see how, in
many cases, they fall through their
own lack of character, of foresight,
of restraint, and perseverance. I should
call those qualities all of them essen-
tial to a good business man. I also
see how, in many cases, they fall
through their own unenlightened self-
ishness, through cowardice, through
stubborn self-conceit, and through a
lazy unwillingness to get out of their
ruts. I should call all these latter
characteristics unbusinesslike.

One phrase that you hear constantly
on the lips of one class or another
about selling "at the market price."
Now in a way it is absolutely neces-
sary to consider the market price.
They're like the tollgates on a high-
way, you've got to pay it, or you can't
when you come to them. But—there
is generally some other road which
you can take which will lead you up
to a tollgate charging exorbitant prices.
This "market price" talk is often sim-
ply a form of that "hot air" by the ef-
fusion of which interested buyers are
able to get the better of us. It seems
to me that any fair "market price"
would be one in the making of which
buyer and seller should have equal
voice. But the "market price" which
so many farmers have to take is not
something about which a farmer
ever has anything whatever to say. It
is a scale made by the buyers, regu-
larly by the buyers, overweighted or
underweighted by the buyers as they
choose, and one which the farmer can
take or leave, as he pleases, but which
he knows nothing about and "mustn't
touch."

But why? Does "business" consist
solely in a "heads-I-win, tails-you-
lose" game? Are we farmers simply
draft oxen, to take what fodder the
driver sees fit to throw in our man-
gers and forbidden all voice in regard
to its quality or quantity? I don't
think we ought to be, and I don't think
we can hope to control the market price
of a big nation, any more than one
broker can hope to control the stock
market. But if even a respect-
able minority can have half the for-
sight and prudence and self-restraint
which we ought to have, we should
soon find that our ideas would be
sought after, as well as those of the
buyers, in the making of the "mar-
ket price." It isn't necessary for a farmer to con-
trol all the potatoes or all the milk or
all the eggs in the world to govern
their market price. Suppose, for ex-
ample, that New York city consumes
ten carloads of potatoes a day. Sup-
pose the "market price" is fifty cents
a bushel. Just as long as New York
city has its ten carloads a day, the
price will stay about there. But if a
lot of Connecticut and Maine and New
York potato growers get rattled and
begin pouring potatoes into New York
at the rate of forty carloads a day,
the price will drop, instantly, like a busted

LETTERS FROM TWO STATES.

WINDHAM COUNTY.

HOWARD VALLEY

Henry Stavweather of Danielson
and daughter visited P. A. Burnham
the last week.
William Wade of Clark Corners called
at H. H. Himes Sunday.
Rev. John Robert, pastor of the
Clinton, Mass. Free Methodist church,
preached in the Valley church Sunday.
John Kemp made a business trip
to Rockville last week.

TOLLAND COUNTY.

STAFFORDVILLE

Hustling Work on New Store—Roger
Organ's Death.

John Lilley, who has been ill, is im-
proving.
C. R. Kemp of Holyoke, Mass., was
recently the guest of his brother-in-
law, H. A. Howarth.

Walter Belding of Vernon spent
Monday with his sister, Mrs. M. H.
West.

Edna Dimmock of Worcester
is the guest of her aunt, Mrs. Grant
Hanner.

Mrs. Cora A. Dunbar and son, of
Sperdyville, Mass., are guests of friends
in Hyannis.

Mrs. Elsie Clark and daughter of

balloon. Similarly if just enough of
them hold back their potatoes so that
only eight carloads a day arrive, the
price will just as surely go up. If there
are more than enough potatoes to sup-
ply the demand the buyer makes the
price; if you don't sell at his terms,
there are others to be had. But if there
are not enough potatoes to go 'round,
the buyer, who must take yours or get
none, pays your price rather than go
without.

Now, there are very few things in
the way of country produce that must
be sold any day of the year. Most of
our stuff will keep over night. Much
of it will keep for weeks and months.
I've known farmers, when the hay
crop was locally heavy, to sell the
hay from the field at \$4 a ton, and al-
most beg buyers to take it at that
rate. Yet they weren't compelled to do
so. That very season of our over-sup-
ply there was a shortage in the Phila-
delphia and Baltimore markets, and
that same hay, after paying cost of
baling and transportation, it sold
there, would have netted almost twice
as much to the farmer. Or he could
have transformed it into butter and
got still more for it, beside having the
valuable manure. Or he could have
stored it, away from the market, and
have sold it to nearby livestock for
\$18 a ton. In one case that I know
about the man who sold at \$4 was sim-
ply short-sighted; couldn't see a year
ahead. In another case, he was baby-
ishly unable to wait for the new bug-
gy he'd set his heart on, and that \$40
for ten tons of hay made up what he
needed for the winter. But I do know
that it wasn't "good business" for
these farmers to sell hay at an ab-
surdly low and unbusinesslike price.
Just because it happened to be "the
market."

I don't believe there's any real neces-
sity of our often selling our products
at less than cost. "We must live,"
you say, "and to live we must raise
things and sell them for what we can
get." Very true; we must live and we
can only live by raising and selling.
But we are not obliged to sell that
produce for less than it cost us to
raise it. I don't think we often are.
I know of one farmer who sold a good
crop of corn for fifty cents a bushel
last year. He wouldn't let it go for
fifty cents a bushel in my pocket? Or
having the corn, he sold it to a broiler
or to a fattener, and he got for it
more than fifty cents a bushel.

For one, I don't think it good busi-
ness to sell anything for less than it
has cost me to raise. Indeed, I aim to
raise nothing without a profit. I don't
prospect that I can sell at a fair profit
over and above its total cost. Da I
always succeed? No, I don't. I get
"stuck" now and then. I don't know
I can't sell for what it has cost me.
Right there my stubborn and mulish
disposition comes in. When that par-
ticular thing happens that particular
crop is dropped from my list. If I
have a lot on hand, I ransack all the
possibilities for some other and profit-
able use for it, rather than selling it
at a loss. I don't know if it is good
business to sell it for less than it
cost me to raise it. I don't know, no
matter what the market price may be.
I will not sell things for less than they
cost me to raise, except in the most
unusual circumstances. There are
cases of sickness, of unexpected emer-
gencies, of insistent interest payments,
etc., when one must sacrifice to main-
tain his credit, or pay his bills. I'm
not considering such things. I'm think-
ing of big classes, like the wheat-
growers of the United States who, for
twenty years, haven't averaged as
much income from the wheat they sold
as their outgo was to produce it. I'm
thinking of the dairymen who supply
New York city with milk and who, for
ten years, haven't averaged as much
per quart, for their milk, as it has cost
them, per quart, to get it. And so on.

Yet, if just a quarter-way, I believe
if one-tenth of the wheat-growers and
the milk-producers would shut right
down on wheat and milk and refuse to
sell one kernel or one drop without fair
pay, the consequence of this refusal of
supply would send the price up where
it belongs. "All very fine," you say,
"but how are you going to get the quar-
ter or the tenth of the wheat and milk
that you refuse to sell? I'm not look-
ing at that end of it. Neither you nor I
are responsible for other folks. We're responsible
for ourselves alone. We've got to suf-
fer for ourselves or less from the foolishness
of others, but that's no excuse for be-
ing foolish ourselves, and thus in-
creasing the burden. We are not
obliged with the duty of storing the
wheat, nor are we able to do it. We
can use our own brains and our skirts
are clear, so long as we act judgment-
ally, no matter whether others are
wise or unwise.

THE FARMER.

LETTERS FROM TWO STATES.

WINDHAM COUNTY.

HOWARD VALLEY

Terryville are guests of Mrs. Clark's
mother, Mrs. H. G. Dunham.

T. M. Lyons' lumber, that has been
delayed on the railroad, has arrived,
and the carpenters are fast at work on
the new store building.

Death of Roger Organ.

Roger Organ, aged 46, died last Sat-
urday, Aug. 28th. Mr. Organ and fam-
ily came from Elmford, N. H., and
purchased the Leonard Goodell
place, nearly a year ago. He is sur-
vived by his wife and seven children
and his first marriage and three small
children by his present wife. The
funeral was held at St. Edward's
church Monday morning at 9 o'clock.
Burial was in St. Edward's cemetery
at the Springs.

GURLEYVILLE

Social and Personal Notes of the Week

E. C. Smith lost a valuable horse
last week. It had been suffering from
a disease which made it necessary to
have it shot.

Dwight Beebe of Norwich visited
friends at Storrs and Gurleyville re-
cently.

The church not being ready for oc-
cupancy last Sunday, the services were
held at the conference room.

Rev. J. F. Robertson and Mrs. Rob-
ertson returned from their vacation
spent on Long Island last Friday.

Miss Lulu Simpson is entertaining
Miss Helen Young of North Windham.
Mrs. Charles Chapman entertained
her mother, Mrs. Weeks, from East-

ford and Mrs. Leila Morse of Putnam
recently.

Mr. and Mrs. Edward Simonds en-
tertained a party of friends Saturday
evening.

Mrs. Martha Hanks is seriously ill
at her home on Hank's Hill.

SOUTH WILLINGTON

William H. Hall County Game Warden—List of Jurors—Personal.

Miss Ethel V. Charter of Stafford
Springs is the guest of her sister, Mrs.
John R. Nell.

Mrs. Charles Robbins of Middletown
is spending a few days at the home
of her brother, William A. James.

Miss Hazel Anderson of Norwich
is spending several days at the home
of Mr. and Mrs. William H. Brackett.

Reports indicate a yield of potatoes
equal to about three quarters of an
average crop.

William Maine received word Mon-
day of the death of his sister, Mrs.
William Lewis in East Hartford.

R. H. Worden has moved into the
Orin Hall house, T. A. Denman to the
tenement vacated by Mr. Worden.
Harry Denman to a tenement of T. A.
Denman.

James Service of Norwich was the
guest of his son James W. Service,
Jr., last Friday.

William H. Hall has been appointed
by the fish and game commissioner to
be game warden for Tolland county.

Miss Helen Webster of New York
is visiting at the home of her uncle,
William H. Brackett.

Arthur Church is loading not less
than twelve cars of ice a week to be
shipped to New London.

There was a sharp frost in this
locality Tuesday morning.

Mrs. Charles E. Allen and son are
spending a few days at the home of
the former's parents, Mr. and Mrs. J.
D. Allen, in Coventry.

Communion services at the close
of the preaching service in the hall next
Sunday.

Following is the list of jurors for
the town of Willington from which will
be drawn justice jurors for one year
from the first of September. Said
list is furnished the town clerk by the
clerk of the Superior court: L. T. Tin-
gale, Arthur H. Church, Edward C.
Eldridge, Charles S. Amidon, John O.
Barlett, W. O. Eldridge, Eddy H. Bur-
dick, Anthony Jacobson, Louis W.
Morse, Charles E. Nichols, Frank Or-
well, James E. Joseph, A. D. Din-
coble, William Jennings, George P. Bug-
bee, William E. Battye, Benjamin E.
Robbins, Francis W. Pratt, George A.
Rosen, Charles A. Latham, Andrew
J. Whitman.

BOLTON

A September Strawberry Picked—
Notes of the Summer Visitors.

Mr. and Mrs. Louis H. Levey and
Miss Anita R. Baker of Indianapolis,
Ind., are the guests of Mrs. Levey's
mother, Mrs. Mary D. Carpenter. They
returned from their vacation here they
have been sightseeing last week.

The Ladies Aid society met with
Mrs. John Massey Thursday afternoon.
Mrs. Mary H. Anthony returned the
first of the week from Providence,
where she went to attend the funeral
of her sister-in-law.

Miss Jennie E. Pomeroy has re-
turned from a visit to her sister, Mrs.
William C. White.

Mrs. C. E. Pomeroy is spending a
fortnight in Willington.

Miss Eugie of Hartford is visiting
Miss Agnes E. Quinn.

Miss Norris of Stafford spent Sun-
day with her sister, Mrs. F. H. Eaton.

Mrs. James Quinn and children of
Mrs. J. J. Sweeney recently, has re-
turned to her home in New York.

Mrs. Andrew Whitton, Mrs. Frank
Whitton, Mrs. Mary Whitton, Mrs. W.
Hague and Mrs. H. M. Barnard of
Hartford and East Hartford, who spent
August at the Eldridge cottage, re-
turned to their homes Tuesday.

Mrs. James Quinn and children of
South Manchester are spending a week
at the Center.

Mrs. J. A. Conklin of Hartford was
there on Wednesday, Mrs. Charles T.
Sumner, recently.

John Quinn of Hartford is spending
a few days' vacation in town with his
wife, who has spent the summer here.

Mr. and Mrs. W. A. Harris is the guest
of Mrs. J. J. Sweeney recently.

Mr. William Clark picked a large
strawberry from his garden September
1st.

Miss Nellie and Mary Cook are
spending the week in Mansfield with
their grandmother, Mrs. Mary Upton.
Elmer Loomis returned to his home
in Westfield, Mass., Tuesday after a
visit at William H. Loomis.

GILEAD

Arrangements for Rally Day Services
Grange Meeting.

Charles Bliss and son Raymond Bliss
of New York are visiting relatives
here. Raymond Bliss is an excellent
pianist and has entertained several
times in his respective homes
by his fine playing.

The preparatory lecture was held at
the parsonage Friday evening.

Rally day services will be held at
the church next Sunday afternoon.

R. D. Gilbert of West Medford, Mass.,
is spending the week with his parents.
Mrs. Anna Way and son Alfred
spend a few days at Crescent Beach
last week.

Mrs. D. H. Hodge has returned from
visiting in Enfield, Mass.

Miss Anne Hutchinson spent a few
days at the home of Mr. and Mrs.
W. H. Hodge, in Enfield, Mass., with
her brother and family. Her
niece Eva, who has spent most of the
summer here, accompanied her home.

Miss Helen S. Foote of West Hart-
ford, Conn., and daughter, Miss
few days at E. E. Foote's recently.

Hebron grange meets at the hall next
Friday evening.

Miss D. Jones is visiting her
sister, Mrs. M. W. Hill.

Daniel Holbrook of Willimantic
called on relatives here Tuesday.

MASHAPUAUG

Big Bass Caught—Barn Set on Fire
by Tramp.

Miss Frances Walker was a recent
visitor in Southbridge.

Alexander Burke last Saturday land-
ed three and six ounce bass
from Long Pond.

Dr. Johnson and family of New
York are occupying the cottage at
Terryville.

Thomas H. Ryan and sons will oc-
cupy Mr. Campbell's cottage the first
week in September.

Mrs. and Mrs. E. W. Patten of South-
bridge and children, who were regis-
tered at Terry's hotel Monday.

The old part of the Cleveland house
is being torn down; the new part will
be put in good condition for occupancy.
There is much speculation as to the
place a few days ago. There is no
question but that it was set on fire
by some tramp.

ELLINGTON

Choral Union Being Organized—Out-
ing Notes.

Mrs. Medling and son of Waterbury
are visiting at A. H. Peck's.

Mr. and Mrs. Crampton, who have
been guests of Mr. and Mrs. H. Niles
have returned home.

Mrs. John J. Reed and sons have
returned to Providence, having spent
August with Mrs. Reed's father,
Thomas Reed.

Among the latest purchasers of

Eventually

autos are John T. and Mowat Mc-
Knight and Lewis Edwards.

Miss Mattie E. Niles is taking an
outing in Massachusetts.

Mrs. Pliny and Mrs. Charter were
in Springfield for several days recently.
Abraham Niles is being formed for
the fall and winter.

Miss Bohr has gone to the shore for
a week.

Mrs. Catherine G. Geary is home from
New Hampshire.

Miss Florence Hayward is spending
part of her vacation at home.

COLUMBIA

Town's Right of Way to Lake Estab-
lished—A. O. U. W. Will Hold Open
Meeting—Cecil L. Gates Goes South.

At a special town meeting held at
Yeomans' hall last Saturday afternoon
it was voted to have the school com-
mittee under the new law consist of
three members.

The report of the committee was
heard on the Dixon road matter and
the written opinion of Judge Henney of
Hartford was read to the meeting. It
was voted to appoint William C. Rob-
inson a special agent to act for the
town in this matter. He was also au-
thorized to retain counsel for the town
and take the necessary steps to estab-
lish and maintain the rights of the
town and the public to the section of
road or highway in question. About
forty voters were present and the vote
passed without a dissenting voice.

Robinson Family Reunion.